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FALL 1924

WHOLESALE TRADE LIST

OF

The CONARD & JONES CO., Inc.

ANTOINE WINTZER
Vice President

ROBERT PYLE
President

R. T. SATTERTHWAIT
Secretary

WEST GROVE, PA.

Freight, Express, Telegraph offices at West Grove, Pa.

For over 50 years the Home of ROSES and other good plants

Telephone West Grove, Pa. No. 9

LOCATION

On the scenic Interstate Highway—
(40 miles) from Philadelphia to Baltimore (60 miles).

On the Pennsylvania R. R. (Octoraro Division).

Electric and Omnibus connections from Kennett Square (6 miles), Wilmington, Del., (18 miles) and West Chester (20 miles).

Members of the American Association of Nurserymen: All quotations, prices, contracts and grading both for purchase or sale are based on HORTICULTURAL STANDARDS adopted by this Association.

TERMS

PRICES—This list is intended for those "in the trade" only and prices herein are net F. O. B. West Grove and supersede previous issues. We reserve the right to advance prices without notice. We sell 250 of a kind at 1000 rate, 25 at 100 rate. We have abundant testimony from purchasers who are pleased with our goods which make good.

PACKING—We not only grow good stock, but packing also has the personal attention of our Secretary who "knows how." We pack in boxes or bales and charge for only the cost of material on basis of schedule below.

TERMS—We are glad to grant 30 to 60 days time for payment of bills to all responsible parties, but parties we do not know, who have no commercial rating, must send remittance with order, or a guarantee signed by some bank or someone of known responsibility to be sure of securing goods selected. If references are sent, we will confer with them and after hearing favorably, if goods selected are still unsold, we will enter the order as requested, but we will not enter orders or ship goods until we know the customer is responsible.

COMPLAINTS—Should there be any reason for complaint, we must be notified on receipt of goods, otherwise we cannot entertain it. We make it a point to give all reasonable claims proper consideration.

ORDERS—Are accepted on condition that they shall be void should any injury befall the stock from frost, or other cause over which we have no control.

VARIETIES—In ordering please state whether or not substitution will be permitted in case we should be short of any sort wanted.

GUARANTEE OF GENUINENESS—While we exercise the greatest care to have all our plants genuine and reliable, and hold ourselves prepared to replace on proper proof, all that prove untrue, we do not give any warranty, expressed or implied; and in case of any error on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original price of the stock.

We guarantee all our stock to be in good condition on leaving our hands, but we do not guarantee it to grow under all conditions, nor do we make up any loss whatever due to climate effects, or after culture on the part of the purchaser, and the risks of transportation are to be borne by purchaser.

TO OUR CUSTOMERS—On all orders placed with us, stock is sold at the nurseries without freight allowance. The plants become your property upon delivery of them to the Transportation Co., and we cannot be responsible for loss, damage or delay in transit. Your recourse is with the Transportation Co., and not with us. If plants arrive in bad condition, before receipting for them, require the Station Agent to note same on the freight or express receipt, then make your claim on the Transportation Co. If you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight or express receipt, the loss will be yours. Every assistance in our power will be cheerfully rendered you to trace and recover lost goods and collect damages.

BOXING—Boxing cost is charged on following basis:

SIZE IN FEET	PRICE	SIZE IN FEET	PRICE
10 x 2½ x 2½	$4.50	5 x 2½ x 2½	$2.50
10 x 1½ x 1½	2.75	4 x 2½ x 2½	2.10
8 x 2½ x 2½	4.00	4 x 2 x 2	1.50
6 x 2½ x 2½	3.50	4 x 1½ x 1½	1.50
6 x 2 x 2	2.50	4 x 1½ x 1	1.25
6 x 1½ x 1½	1.75	4 x 1 x 1	1.10
5 x 1½ x 1½	1.50		

SPECIAL NOTICE

To avoid delay on your order or inquiry use your business letterhead or state how you are connected with the trade.

REFERENCES—Dunn, Bradstreet or any leading American Nurseryman.

AUGUST 25, 1924

TO WHOM IT MAY CONCERN:

It affords us pleasure to testify to the high character and standing of The Conard & Jones Company. It is composed of practical, up-to-date nurserymen and Rose specialists. In our opinion, any statement they may make or any agreement into which they may enter can be absolutely relied upon.

THE NATIONAL BANK OF WEST GROVE, PA.

VARIETY	SIZE	PRICE		
FIELD SHRUBS		10	100	1000
BUDDLEIA VARIABILIS MAGNIFICA, 1 yr. (BUTTERFLY BUSH)	18 -24 in.	$2.00	$18.00	$150.00
CALYCANTHUS FLORIDUS (Sweet Shrub)	2 - 2½ ft.	3.50	30.00	
CALLICARPA PURPUREA (PURPLE TINTED)	2 - 2½ ft.	3.50	30.00	
CALLICARPA PURPUREA (PURPLE TINTED)	2½- 3 ft.	4.00	35.00	
CORNUS SANGUINEA	18 -24 in.	2.00	15.00	
DEUTZIA CRENATA FLORA PLENA	2½- 3 ft.	2.00	16.00	
DEUTZIA CRENATA FLORA PLENA	3 - 4 ft.	2.50	20.00	
DEUTZIA GRACILIS (Bushy)	12 -18 in.	2.50	20.00	180.00
DEUTZIA LEMOINI	18 -24 in.	3.00	25.00	
DEUTZIA LEMOINI	2½- 3 ft.	3.50	30.00	
DEUTZIA MAGNIFICA, Finest of all the Deutzias. Large white flowers	3 - 4 ft.	3.50	30.00	
DEUTZIA PRIDE OF ROCHESTER	3 - 4 ft.	3.00	25.00	
EUONYMOUS JAPONICA	4 - 6 in.	1.25	10.00	90.00
HIBISCUS, ALTHEA BANNER, 3 yr.	3 - 4 ft.	2.50	22.50	200.00
HIBISCUS, ALTHEA DOUBLE PINK, 3 yr. Transp.	3 - 4 ft.	3.50	22.50	200.00
HIBISCUS, ALTHEA JEANNE D'ARC, Transp.	18 -24 in.	2.00	16.00	
HIBISCUS, ALTHEA WM. R. SMITH, 1 yr. Magnificent new variety.® Snow-white all summer bloomer. Excellent as a hedge plant	8 -12 in.	4.00	35.00	300.00
HYDRANGEA ARBORESCENS GRAND. ALBA, 3 yr. (Bushy)	2½- 3 ft.	3.00	25.00	225.00
HYDRANGEA PANIC. GRAND	2 - 2½ ft.	3.50	30.00	
LONICERA TATARICA WHITE	2½- 3 ft.	2.00	15.00	120.00
PHILADELPHUS AVALANCHE	3 - 4 ft.	3.00	25.00	225.00
PHILADELPHUS BOUQUET BLANC	2 - 2½ ft.	2.50	20.00	180.00
PHILADELPHUS VIRGINAL (New) 1 to 2 branch, 1 yr. fld.	12 -18 in.	3.50	30.00	
PHILADELPHUS VIRGINAL, 2 yr. Transp.	18 -24 in.	6.00	50.00	
SPIREA ANTHONY WATERER	18 -24 in.	2.00	18.00	
SPIREA ANTHONY WATERER	2 - 2½ ft.	3.00	25.00	200.00
SPIREA VAN HOUTTEI	2 - 3 ft.	2.25	18.00	
SPIREA OPULIFOLIA AUREA	2½- 3 ft.	2.00	18.00	
SYMPHORICARPOS RACEMOSUS (Snowberry)	3- 4 ft.	3.50	30.00	
VIBURNUM TOM. PLIC. JAPAN SNOWBALL	9 -12 in.	2.50	20.00	
WEIGELA CANDIDA	3 - 4 ft.	3.50	30.00	
WEIGELA EVA RATHKE	12 -18 in.	3.00	25.00	
WEIGELA EVA RATHKE	18 -24 in.	3.50	30.00	
WEIGELA ROSEA	2½- 3 ft.	3.00	25.00	

(For less than ten of a variety add 5 cts. per plant to the ten rate.)

VARIETY	SIZE		PRICE		
EVERGREENS			10	100	1000
RETINOSPORA FILIFERA, Transplants	3 - 4	ft.	$22.50	$200.00	
RETINOSPORA PLUMOSA	4 - 6	in.		20.00	$180.00
RETINOSPORA PLUMOSA	12	in.		35.00	
RETINOSPORA PISIFERA AUREA	4 - 6	in.		25.00	200.00
THUJA ELEGANTISSIMA	12	in.		25.00	
THUJA OCCIDENTALIS	6 - 8	in.		25.00	200.00
THUJA PYRAMIDALIS	4 - 6	in.		25.00	200.00
THUJA PYRAMIDALIS	8 -12	in.		35.00	300.00
THUJA PYRAMIDALIS	12 -18	in.	7.50	60.00	
THUJA PUMILA	6 - 8	in.		25.00	200.00
THUJA SIBERICA	6 - 8	in.		25.00	200.00
THUJA SIBERICA	12 -18	in.	7.50	60.00	
HEDGE PLANTS					
BARBERRY THUNBERGII	12 -18	in.		10.00	90.00
BARBERRY THUNBERGI	18 -24	in.		15.00	140.00
BERBERIS WILSONII, Transp. (Bushy)	12	in.	4.00	35.00	
BUXUS SEMPERVIRENS SUFFRUTICOSA, Fld. Gr., (Boxing Edging)	3 - 4	in.	1.00	8.00	75.00
BUXUS SEMPERVIRENS SUFFRUTICOSA, Fld. Gr., (Boxing Edging)	4 - 6	in.	1.50	12.00	100.00
BUXUS SEMPERVIRENS SUFFRUTICOSA	6 - 8	in.	1.75	15.00	130.00
BUXUS SEMPERVIRENS SUFFRUTICOSA, (Selected)	6 - 8	in.	2.50	20.00	
DWARF BOX BARBERRY (B. Thunbergii Minor), 2 yr	9 -12	in.	1.50	12.50	100.00
DWARF BOX BARBERRY (B. Thunbergii Minor), 3 yr	12 -15	in.	2.00	15.00	120.00
We believe we have the largest supply in America, and know nothing better (if kept trimmed) for a 6 to 15 inch hedge.					
LIGUSTRUM IBOLIUM (New Hardy Privet)	2 - 2½	ft.	1.50	10.00	90.00
LIGUSTRUM NANUM COMPACTUM (New Lodense Privet) 1 yr., fld				12.00	100.00
LIGUSTRUM REGELIANUM (from cuttings)	18 -24	in.	2.25	15.00	
LIGUSTRUM REGELIANUM (from cuttings)	3 - 4	ft.	3.00	25.00	

(For less than ten of a variety add 5 cts. per plant to the ten rate.)

VARIETY	SIZE	PRICE		
FIELD VINES		10	100	1000
AKEBIA QUINATA, 3 yr.	2½- 3 ft.	$2.00	$18.00	$150.00
AMPELOPSIS QUINQUEFOLIA (American Ivy) 2 yr.	2 - 3 ft.	2.50	20.00	
CELASTRUS SCANDENS	18 -24 in.	2.00	15.00	
CELASTRUS SCANDENS	3 - 4 ft.	2.50	20.00	
CLEMATIS PANICULATA, 2 yr.		2.00	18.00	150.00
EUONYMOUS RADICANS, Field Grown	4 in.	1.00	7.00	
EUONYMOUS RADICANS, 3 yr. Transp.	12 -18 in.	3.00	25.00	
EUONYMOUS RADICANS VARIEGATED, 3 yr. Transp.	12 -18 in.	3.00	25.00	
LONICERA CHINENSIS PURPUREA HONEYSUCKLE, 2 yr.		2.00	18.00	
LONICERA CHINENSIS PURPUREA HONEYSUCKLE, 3 yr.		2.50	20.00	
LONICERA JAPONICA AUREA RETICULATA HONEYSUCKLE, 2 yr.		2.00	15.00	
LONICERA JAPONICA AUREA RETICULATA HONEYSUCKLE, 3 yr.		2.50	20.00	
LONICERA JAPONICA HALLEANA, 2 yr.		1.80	15.00	120.00
LONICERA JAPONICA HALLEANA, 3 yr.		2.00	18.00	150.00
LONICERA RED CORAL, 2 yr.		2.75	25.00	
LONICERA RED CORAL, 3 yr.		3.00	27.00	
LYCIUM BARBARUM (Matrimony Vines), 2 yr.		2.00	15.00	
WISTARIA MAGNIFICA, 1 yr.		2.00	18.00	150.00
WISTARIA MAGNIFICA, 2 yr.		2.75	25.00	200.00

PEONIES Good 3 to 5 eyes plus roots

DUC DE CAZES, dark pink	$18.00
DUCHESS DE NEMOURS, sulphur-white	18.00
EUGENE VERDIER, delicate hydrangea pink, $1.50 each or $15.00 doz.	
L'INDISPENSABLE, delicate baby pink	18.50
LA TULIPE, ivory-white	25.00
LOUIS VAN HOUTTE, old favorite red	30.00
MME. DE VERNEVILLE, pure white	20.00
QUEEN VICTORIA, best every day white	20.00
VICTORIE MODESTE, lilac rose	18.00
MIXED	16.00

(For less than ten of a variety add 5 cts. per plant to ten rate.)

ROSES

We expect to offer a more complete list of Hybrid Teas and better garden roses than ever before. Copies of the list will be sent later to those whom we believe are especially interested: to all others on request.

ROSA HUGONIS

"Our best Hardy Yellow Rose." (See full description on back cover; also prices.)

VARIETY	SIZE	PRICE		
HARDY CLIMBING ROSES		10	100	1000
All these are own root Plants, heavy **2 yr. field-grown.**				
AMERICAN PILLAR, pink		$4.00	$30.00	$250.00
DOROTHY PERKINS, white		2.50	20.00	180.00
GARDENIA, yellow		3.50	30.00	250.00
EXCELSA, carmine		2.50	20.00	180.00
HIAWATHA, brilliant red		2.50	20.00	180.00
LADY GAY, soft pink		2.50	20.00	180.00
TAUSENDSCHON, flowers range from white to pink		2.50	22.00	
WICHURAIANA, white; creeping		2.50	20.00	180.00

Note—Above roses will be shipped with the tops trimmed in the usual fashion, except that patrons who require all branches uncut are asked to specify when ordering and remit $2 00 extra per hundred to above rates.

HYBRID PERPETUALS

		10	100
FRAU KARL DRUSCHKI, 2 yr. No. 2		$2.50	$20.00

FOR LINING OUT

VARIETY	SIZE	PRICE 100	PRICE 1000
SHRUBS			
ABELIA GRANDIFLORA	3½-in. pot	$17.50	
BERBERIS WILSONAE	2¼-in. pot	12.00	$100.00
CALYCANTHUS FLORIDUS	2¼-in. pot	7.00	60.00
COTONEASTER HORIZONTALIS	2¼-in. pot	15.00	125.00
SPIREA ANTHONY WATERER	2¼-in. pot	6.00	50.00
VIBURNUM PLICATUM, For Fall Delivery	3 -in. pot	12.50	125.00
For Spring Delivery	3 -in. pot	15.00	150.00
VINES			
AMPELOPSIS VEITCHII	2¼-in. pot	9.00	75.00
EUONYMOUS RADICANS VARIEGATA	2¼-in. pot	7.00	55.00
ENGLISH IVY (Hedra Helix)	2¼-in. pot	6.00	50.00

EVERGREENS

NOTE—On August 19th a visitor from Iowa, after looking over our stock of nearly 50,000 slowly grown pot plants of Evergreens, declared them the best he had seen in his month of travels through the Nurseries. They *are fine!*

CEDRUS DEODORA	3 -in. pot	$20.00
JUNIPERUS PFITZERIANA	3 -in. pot	18.00
JUNIPERUS PFITZERIANA	2¼-in. pot	15.00
JUNIPERUS TAMARISCIFOLIA	3 -in. pot	18.00
JUNIPERUS VIRGINIANA	3 -in. pot	15.00
JUNIPERUS VIRGINIANA GLAUCA	3 -in. pot	18.00
RETINOSPORA FILIFERA	3 -in. pot	12.00
RETINOSPORA FILIFERA	2¼-in. pot	10.00
RETINOSPORA FILIFERA AUREA	3 -in. pot	12.00
RETINOSPORA LUTESCENS	3 -in. pot	12.00
RETINOSPORA PISIFERA AUREA	3 -in. pot	12.00
RETINOSPORA PLUMOSA AUREA	3 -in. pot	12.00
RETINOSPORA PLUMOSA	3 -in. pot	12.00
RETINOSPORA SQUAROSA	3 -in. pot	15.00
TAXUS CUSPIDATA	3 -in. pot	18.00
TAXUS CUSPIDATA	2¼-in. pot	15.00
THUJA ELEGANTISSIMA	3 -in. pot	12.00
THUJA GEORGE PEABODY	3 -in. pot	12.00
THUJA GLOBOSA	3 -in. pot	12.00
THUJA OCCIDENTALIS	3 -in. pot	12.00
THUJA PUMILA	3 -in. pot	12.00
THUJA PYRAMIDALIS	3 -in. pot	15.00
THUJA SIBERICA	3 -in. pot	12.00
THUJA VERVAENEANA	3 -in. pot	12.00
THUJA VERVAENEANA	2¼-in. pot	10.00
THUJA VERVAENEANA AUREA	3 -in. pot	12.00

PERENNIALS

HARDY PINK, MISS AMERICA (New) Perfectly hardy. Flowers rich red. Very fragrant. Incessant bloomer	$50.00
HEMEROCALLIS DIVISIONS	5.00
YUCCA FILAMENTOSA, 2 yr.	15.00
YUCCA FILAMENTOSA, 3 yr.	20.00
PHLOX MISS LINGARD, 1 yr. fld., early white, with lilac eye	7.00
PHLOX MRS. JENKINS, 1 yr. fld., pure white	7.00
PHLOX W. C. EGAN, 1 yr. fld., lilac	7.00
PHLOX RHIJNSTROM, 1 yr. fld., rose-pink	7.00

MISCELLANEOUS

AMERICAN WONDER LEMON	3 -in. pot	12.00
OTAHEITE ORANGE	2¼-in. pot	10.00

Six short years—and Hugonis has won its way!

You, who listened to Dr. E. H. Wilson, famous Plant Explorer, at the A. A. N. Convention this Summer, remember how he paid high tribute to Hugonis, *"our best hardy yellow rose."* Some of you, who know Hugonis yourselves, know that it is absolutely hardy, even where other roses freeze. One man from Wisconsin tells us how Hugonis thrived through a winter that killed Harison's Yellow.

At Atlantic City this June a nurseryman from Missouri told us that Hugonis bloomed May 1, this year in his section. Another voter for Hugonis said, "I never saw such a mass of golden yellow flowers. Certainly looks like a million dollars."

Just yesterday (August 19) we received two good-sized Fall-delivery orders for Hugonis; one from Northern New York State, the other from Massachusetts. The second man, a noted Horticulturist, said, "I prefer Fall planting of roses, because I get so much better results." And Hugonis is ideal for Fall setting, because of its hardiness.

To-day you can invest in heavy, field-grown plants of Hugonis:
2 yr., $8.00 per 10; $70.00 per 100.
Extra 2 yr., $10.00 per 10; $90.00 per 100.

You'll find your customers very willing to pay from $1.50 to $2.50 for the extra value they receive in a rose that blooms very early, has beautiful maroon foliage, is insect proof, and absolutely hardy. Your better trade knows Hugonis—get your supply to-day!

COMMONWEALTH OF PENNSYLVANIA
Department of Agriculture, Bureau of Plant Industry
NURSERY CERTIFICATE No. 5 (Resident).

THIS IS TO CERTIFY, That the nursery premises of THE CONARD & JONES CO., West Grove, Pa., including 92 acres of stock have been officially inspected and passed in accordance with the provisions of Acts of Legislature approved the 29th day of June, 1917, amended and approved April 26, 1921, and approved June 7, 1923.

SEAL

Permission is hereby granted this nursery to sell and ship nursery stock which has been officially inspected for the year ending September 30, 1925, provided that a tag on which an exact copy of this certificate is printed must be attached to each package, bundle, bale, box, or carload lot so shipped.

This Certificate does not cover the requirements of any special quarantine or regulation promulgated by this Commonwealth or by the United States Department of Agriculture.

This Certificate is void after October 1, 1925, but may be revoked for cause.

Issued at the State Capitol, Harrisburg, Pa., July 24, 1924.

C. H. HADLEY, Director.